Seven Countries Will Have Exhibits in Hotel Astor "Salon" View.

CANADA IS A NEW ARRIVAL

Body Makers Will Reveal Some Choice Confections at 1mporters' Display.

is first automobile show opens I ballroom of the Hotel Astor evening, when the Importers Salon begins. Following the a large assemblage of it down as the guests of the porters at a midnight supper. oney, Italy, England, Belgium will be represented the Canadian display mark here of the motor car industry

ern neighbor, es as the Mercedes, Austrian been bonten, Isotta-Fraschini, failurghue, Minerva, Panhard ii will be shown. Among the ters are Holbrook & Co., Locke

on of foreign motor cars word salon implies, a drawing The grand ballroom of the 20,000 square feet of floor des a fine stage for the display models of the foreign makers ch work of the body builders ipe organ is the largest in the orchestra of stringed instruplay afternoon and evening. ting feature of the salon is f body work. This will inlate creations of the European hich attracted attention (1) mpia Show in London Nearly all the bodies be representative of the styles abroad for the coming season, of them were built on the other There are several body builders in who will be well represented. be of the enclosed drive type, which ming very popular above the enclosed drive type, which east two rather new types of bodies oming very popular abroad. The we converted into a runabout by lown the sides and top. The former olding down the sides and top. The former sentirely enclosed and there is no division between the front and rear seats. Many of these bodies are flitted with four inchairs for seats and are just the thing shen the owner does his own driving.

Some of the new two passenger language the his save a third seat for the chauffeur, when, however, is not enclosable. This hard seat is on the same level as the front early of the same level as the foot early of the senger and drive as in the old ypes of three seated runabouts.

Furepean body fashions for the coming war decree the six seated car for limous five decree the six seated car for limous hies, landamettes and fouring models in distingting body possible and the tendency toward hie body possible and the tendency toward the holy possible and the tendency toward the case of linousines and landametres, the holy possible and the tendency toward the holy possible and the tendency toward the case of linousines and landametres, the holy possible and the tendency toward the holy possi

the rear wheels. With the old style the windows could be dropped only all types.

The idea of bonding chauffeurs appeals the sed car for touring nurposes by elimication of the rear seat type of body. This is not all the builting back of the shree passer on the rear seat type of body. This is not accomplished by mounting the bodies lower dished by mounting the bodies lower the surveit roof so that its line with the entry of the general design.

The idea of bonding chauffeurs appeals to me as a means to elevate the standard of the men who are following this particular calling. The chauffeur is as necessary to this industry as is the locomotive engineer to railroad transportation, and although these two artisans are working either to railroad transportation, and although these two artisans are working either to railroad transportation, and although these two artisans are working responsibilities are so similar that they should be regarded much in the same class.

Since automobiles, both pleasure and commercial types.

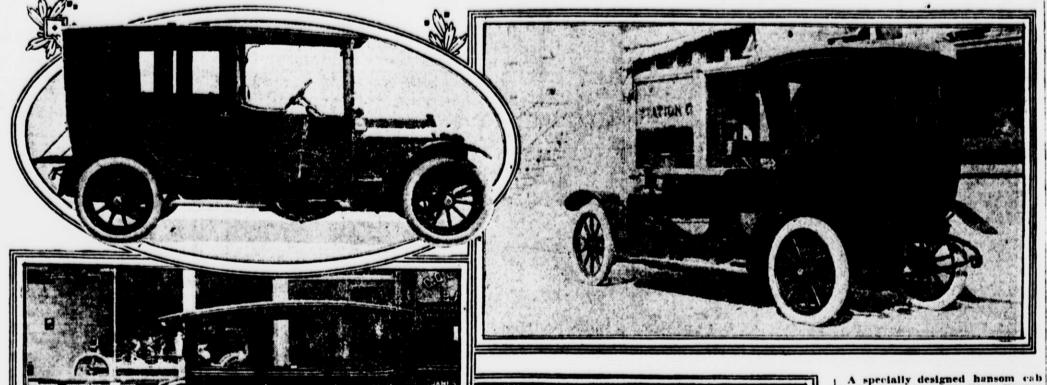
The idea of bonding chauffeurs appeals to me as a means to elevate the standard of the men who are following this particular, and types.

The idea of bonding chauffeurs appeals to me as a means to elevate the standard of the men who are following this particular, and types.

The idea of bonding chauffeurs appeals to me as a means to elevate the standard of the men who are following this particular types.

The idea of bonding chauffeur is appeals to me as a means to elevate the standard of the men who are following this particular to a calling. The chauffeur is as necessary to this industry as is the loco

IMPORTED MOTOR CARS SOON TO BE ON EXHIBITION



The only German car of those depicted on this page is the 40 horsepower Mercedes up above. Below is an 18 horse-power Minerva with an inside drive limousine

CHAUFFEURS' STANDARD



The wire wheeled machine is a return to the "driver outside" type of town car. It is especially designed to be fitted to a 20 horse-power Panhard chassis Just above the Panhard is a smaller view of a Metallurgique with one of the fine appearing Belgian bodies.

HAS "FACTORY" IN WINDOW.

Holiday Greeting From a Western Car Maker
LIFE on endingence and Western Car Maker
LIFE on endingence on Western Car Maker
LIFE on endingence of dectory in
ready at all times to predict to ye
ready at all times to ye
ready at ye
ready at all times to ye
ready at all times to ye
ready at al The complete the coverage spin fooded as the latest state the details. Those produces well with the buildings will be considered with the buildings of the control present an unmarked the consideration of the control present an unmarked the consideration of the control present an unmarked the control present and cents.
The judges were E. E. Schwarzkopf.
New York: R. G. Howse, Earl Reeve and
John E. Williams of Chicago, and D. G. Newton of Cleveland.

GOOD FOR MAN AND MOTOR.

Don't Knock," a Tip Handed Out by Emise

"For several years past Sales Manager Emise of the Lozier Motor Company, just previous to the opening of the New York automobile show, has issued sets of inautomobile show, has issued sets of in-structions for Lozier salesmen who will be in attendance. A few extracts from Mr. Emise's letter are: "Avoid argument and heated discussion. You believe firmly in the Lozier car and it should of course be your aim to try to convince prospective customers that our car and our methods are right, but don't force your opinions on any one whom you cannot convince by reasonable and calm argument.

"Don't knock! Make this your motto

"Don't knock! Make this your motto and no matter what the temptation may be—don't knock! If you tell all the good things you know about the Lozier car you won't have time to talk about competitors goods. If you are asked regarding your opinion of other cars courteously refer the inquirer to the exhibit of that car. Tell him you feel the salesmen there are better qualified to explain the good points than you are. Always speak a good word for a good car, and if you don't think.it a good car, say nothing, but don't throck." for a good car, and if you don't think, it good car say nothing, but don't knock."

body fitted to a De Dion Bouton chassis is that of which the threequarter rear view is given above.

testing department of the Moon shops in St. Louis makes it possible to operate the testing department without using any of the power developed in the main power plant. The Moon testers heretofore have run each motor by belt drive for many hours to wear in the bearings and prepare it for test under its own fire. Now each motor which is being tested under its own fire drives another motor during the wearing in period and no power whatever is delivered to the testing department from the outside.

BEST THINGS IN TRUCKS TO BE AT MOTOR SHOW

All Types of Business Vehicles Will Be on View Here Next Month.

SOME WORM DRIVE MODELS

Other Novelties in Construction as Exemplified by Intended Exhibits by Makers.

In the week of January 20 to 25, known as the Part II. period, the very best that the commercial vehicle industry has to the commercial vehicle industry has to offer will be on display in the automobile show here. Nearly all the exhibitors at old established companies. Several date back to the earliest days of the automobile. Business machines of all types will be on view, ranging from package wagons to ten ton trucks. Besides the regular style of trucks there will be many machines, gasolene and electric, for special purposes, such as motor fire engines, patrol wagons, sprinklers, oil sprayers, filtering wagons, tractors, am-

gines, patrol wagons, sprinklers, oil sprayers, filtering wagons, tractors, ambulances, trucks with tipping bodies, with power winches for hoisting purposes, &c.

Among the trucks and delivery wagons to be displayed is a one ton worm drive Universal truck with left side steer and centre control levers for operating the brakes and change speed gearing. This differs from the two ton and three ten Universal trucks in having the seat back of the engine compartment instead of above it. In the larger models the radiator is back of the engine under the seat. Another new one ton worm drive trucks.

Another new one ton worm drive truck will be shown by the Schaht Motor Car Company. It is a bram new model and is equipped with a new electric starter and

ing in period and no power whatever is delivered to the testing department from the outside.

The new system involves suitable handling equipment, racks and couplings whereby a large number of pairs of motors may be tested at one time. Each pair consists of a motor running under its own fire and the motor which is being worn in and which formerly required belt drive power from the main power plant.

"BARGAIN SALES" OF CARS

HURT TRADE AND OWNER

HURT TRADE AND OWNER

Harm That They Do Is Told by Olds Man, Discoursing on "Balkan" Agents.

"Balkan" Agents.

Company. It is a brand new model and is equipped with a new electric starter and is equipped with a new electric starter and power leafure of the new two ton and 31½ ton trucks to be displayed for the first time by the Gramm-Bernstein Company. The motors of the new trucks are mounted on coil springs, eliminating vibration and prolonging the life of the motor and its attachments. Another new feature is the placing of a seat on either side of the motor instead of above or behind it.

A two ton worm drive truck with preumatic suspension on the front wheels is a novelty to be shown by the Rowe Motor Manufacturing Company. This suspension is in the form of air bags six inches in diameter by eighteen inches long, enclosed in telescoping metal cylinders just above the steering knuckles. These cushions permit the use of solid front tires, yet give the motor and body load the same cushioning effect as preumatic tires.

In the new 1,000 pound electric wag-

"Bargain sales" of automobiles as made by companies in financial difficulties and how these sales affect the trade is the subject of a brief dissertation by J. V. Hail, general sales manager of the Olds Motor Works. Such sales are of not infrequent occurrence when a concern gets in pressing need of real money, and their far reaching effect on similar cars already in the possession of owners as well as their disposal to new owners bring up unpleasant conditions in the trade.

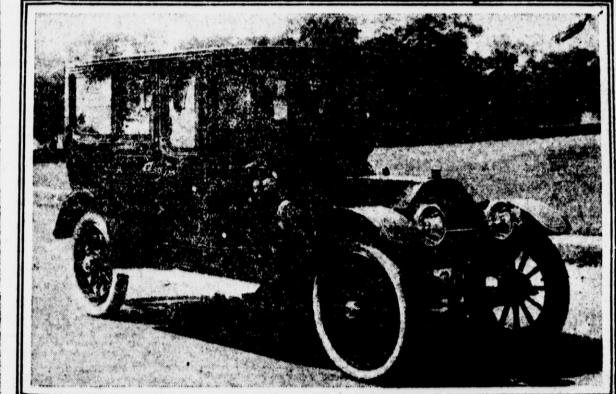
"A prospect may have in mind the purchase of a well known make of motor car," says Mr. Hall, "the price of which is the same cushioning effect as pneumatic tires. In the new 1,000 pound electric wag-ons to be shown by the M. and P. Electric Vehicle Company the battery boxes are divided lengthwise and the driving shaft from the motor passes between them to to be suspended between the full elliptic front springs, under the seat, where all wiring can be reached by lifting the heel boards and floor boards. The long-est wire is only three feet in length.

The new 1,000 pound electric wag-ons to be shown by the M. and P. Electric Vehicle Company the battery boxes are divided lengthwise and the driving shaft from the motor passes between them to the Jackshaft. This permits the motor to be suspended between the full elliptic front springs, under the seat, where all wiring can be reached by lifting the heel boards and floor boards. The long-est wire is only three feet in length.

The new 1,000 pound electric wag-ons to be shown by the M. and P. Electric Vehicle Company the battery boxes are divided lengthwise and the driving shaft from the motor passes between the full elliptic front springs, under the seat, where all wiring can be reached by lifting the heel boards and floor boards. The long-est wire is only three feet in length.

The new five ton Pope-Hartford gaso-lene truck Just placed on the market will be shown for the first time. A different placed on the market will be shown for the first time and the process of the care all wiring can be re

Locomobile Big Six Closed Car



An all year round model of the Lucomobile is the machine illustrated berewith. This is the limousine on the Big Six chassis, a powerful car and one in which the appointments have been studied carefully.

Persons have seen running around the streets of the city an automobile truck resembling this in general appearance. For those not already acquainted with the name and make of this unusual looking vehicle it may be seld that it is a Knox-Martin tractor. The three wheeled motor part in front has a sort of fifth wheel platform

in the rear, to which the ordinary wagon is attached, as shown herewith.